

7 U X V W 5 H S X W D W L R Q X D Y Q R G U % L O Q V O N Q H U \ O S X F W L

/H V O H \ & K L R X
' H S D U W P H Q W R I (F R Q R P L F V
2 F F L G H Q W D O & R O O H J H
/R V \$ Q J H O H V & \$ 8 6 \$

- H Q Q L I H U 3 D W H
' H S D U W P H Q W R I (F R Q R P L F V
/R \ R O D 0 D U \ P R X Q W 8 Q L Y H U V L W \
/0 8 ' U L Y H 6 X L W H
/R V \$ Q J H O H V & \$ 8 6 \$
M H Q Q L I H U S D W H # O P X H G X

: H X V H W U D Q V D F W L R Q V I U R P D G L V \ W W Q H F W \ Y H R Q O L Q H
D X F W L R Q V W R H [D P L Q H W K H U R O H V W E K L D G G L W Q U X V W S O D \
E H K D Y L R U Z K H Q W K H H [D F W F K D U D H V G H D U M M W L F V R I D
S X U S R V H I X O O \ F R Q F H D O H G I U R P E X \ H U D Y O O H V K R Z W K D
W U X V W L Q J R I V H O O H U F O D L P V L Q R Q S S K Q H D W L R D Q V D F W
E H F R P H V V L J Q L I L F D Q W O \ P R U H L P S R E U W D I Q H M L W R E X \ H U \
E L G V Z K H Q W K H T X D O L W \ R U Y D Q H I L Q G W Q K J H V J R R G L V
F D Q E H H [W U D S R Q E D U R H D G G W \ R H R Q Q I R Q P E L U F G G P Q Q L F D W L R Q
E H K D Y L R U L P S D F W H G E \ W U X V W V R X Y F H K U D E V L G Q U Q Q D Q F L D C
P D \ O H D G W R S U L F H E X E E O H V

. H \ Z R U G V H F R P P H U F H D X F W L R Q W H S L X W D F D L U R Q Q V I L Q D Q F L D
6 X E M H F W F O D V V L I L F D W L R Q F R G H V / / '

& R U U H V S R Q G L Q J D X W K R U

, Q W U R G X F W L R Q

'You are bidding on 1 of 8 gift cards that have been sealed in separate envelopes and mixed. There are two \$50.00 gift cards, two \$100.00 gift cards, one \$120.00 gift card, and one \$350 gift card.

The winning bid for the auction was \$247.50. The winner of the auction was the seller.' -eBay blogger D Y L R U

7UXVW DQG UHSXWDWLRQ SOD\ D S H UPD L L FNKHO D W O \ I L P S
LQIRUPDWLRQ DERXW WKH VHO OHUERXUH \ X D R X L W W R RI H OM K R Q
UHSXWDWLRQ VLJ Q D Q H W W R S H E C B V Z H D Q J R R Y R G O : K D X W H D V H
WUDQVDFWLRQV IURP RQOLQH P \ V W H W \ D D Q X F W K R Z Q L W W L R P S H D B
ELGGGLQJ EH K D Y L R U ZKHQ WKH FK D X O G W H R U Q F M D G M G R I D J R F
2XU VWXG\ LV UHODWHG WR SUHYO RR X Q O Z R H N P B Q N M W X W
WKDW ILQG LQF R H Q R Q X Z K L H M K H H Y L C H Q S H W D V Z L R V Q V E U M R W H L U H D
S U H P L X P - L Q D Q G . D W R 5 H V Q L E F N D D Q C G = S O R K D X V H U
/ X F N L Q J 5 H L O H \ H W D O % D D Q G 3 D Y O T R X L V S D S S H U V Q V F
DOVR UHODWHG WR UHVHDUFK R Q U W H H W D L 3 Q W I H V I F H D Q U G H V U I J Q V
& K L R X D Q G 3 D W H D V Z H O O D D W V P I R H I V O U W B Q Q V G X U W H C R R Q V X
\$ N H U O R I 2 X U VWXG\ K D V W C J H I Q L U V W L Q L F U M F D W G Y R Q S / D U I
E H W Z H H Q D X F W L R Q V I R U J L I W F D U G V H R I Y N H Q R Z A Q K B Q P Q V X W Q H N U Q
D X F W L R Q V W K H P V H O Y H V H [K L E L W D R U W X Q H G D H Q U R H Z L V Q J R I X V Q
D Q D O \ J H W K H H I I H F W V R I P R U H R K D O H R V D Q Q G R W R B W R L X R M Q F R
* L I W F D U G V D U H X Q L T X H O \ Z H O O K W X L H W K I G E L R A U Q M K B W K H I V H T D X U
G L I I H U H Q W L D W L R Q
2XU U H V X O W V G H P R Q V W U D W H W K D W W L Q U Q P Q L Q H I O E Q I G V H I
F O D L P V E X W U H S X W D W L R Q L V P R U M D I H O H Y Q D Y Q W R W Q R H E Q W H V V

P\VVWHU\ DXFWLRQV VHOOHUV ZLWKSJHUFRHQWJSUWLPLHX BDRVQLV

)LJXUH 6XPPDU\ RI FRPSOHWHG P\VVWHU\ JLIW FDUG D

& RPSDULQJ WKH VDOH SULFHV WR RR UAPKHW LPRDQ[LRQX P
)LJXUH VXJJHVWV WKDW KRQHVW NHQHOFHMUHG ZHRDXOGL QJWHLQ
 PDUNRKH UHSXWDWLQ V\VWHP RQ H% DXOZHQWGVHHQ OGHUHQ W
 DOORZLQJ EX\HUV WR OHDYH SRVNLWRUHD QIHYJHDQV IYUHD QRUD RW
 \$ SRVLWLYH IHGEDFN LQFUHDVHV DD VQHQXOMHWDQ UDWLQJ E
 ZKLFK DUH REVHUYDEOH RQ WKH VHOOHU\IV IHGEDFN SDJL
 % X\HUV DSSHDU WR LQFRUSRUDWGHVUHSRHWWHQ WRRUPD
 DXFWLRQV HQG ZMKDWD ZLQQLQJPMK RWK BQHHS BOWHG
 VKLSSLQJ KDQGOLQJ :LQQLQJ ELLGPVHURM DHQEWULBQO\UHISRW
 DPLQLPXP YDOXH SHUFHQW HQB WIKMKP DQZLPQQLQJ ELG V
 UHSRUWHG YDOXHRE\HQFYH ZDH EFKAQQPWWQPHDV VPWR BIDQOWKH

UHPDLQLQJ DXFWLRQV PD\ KDYH HQIGQHGP X P WYKD DIXQHQLQD E LG
 KLJKHU ELG ZDV UHTXLUHG WR ZLQD WZHHU DEXFXNQLQD Q V PWDNPIDQW
 7KH P\VWHU\ HOHPHQW IRUFHV ELGRGIHWKHW RFWUMIBW
 EDVHG XSRQ OLPLWHG LQIRUPDWLRQW L)RQWV UBBRQW
 PLQLPXP DQG PD[LPXP YDOXH 2I WKHWK DXEWGRWKDW S
 VWULFWO\ EHYZHHQ WKH UHSRUWHG SPWLQWRXW KDHQG [WBIQW
 ZKLFK EX\HUV ZHLJK WKLV LQIRUPDWLRQW ZHKR DZOLQXOOLDQW HS
 LQFOXGLQJ SOXV VKLSSLQJ KDQGOPLQJL POXLPH V DEOHWHZM H Q WK

$$\frac{\text{percentage bid}}{\text{P_Dvalue}} \frac{\text{price}}{\text{P_Lvalue}}$$

7KH DYHUDJH ZLQQLQJ SULFH OLHV DMSKSHU RP[ILQIDPWXHO DQG SH
 PD[LPXP WKXV EX\HUV GR QRW SODIFHPXIPJ K DQXH K W R Q WK

5 HVXOWV

:H ILUVW UXQ D KHGRQLF UHJUHVVLQJR QUIRFUH VRK HD XFRWDRQ
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\in O Rfeedback \in neg $X_{it} \in I_{it}$

ZK Hptdd LV WKH ZLQQLQJ SULFH RI WKHLDSEOLRKQ QIGQILQZLQ
 max LV WKH UHSRUW HRQn PWD[LPXP RQWV DQG XWKRQDPLRQYDULDEOH WKDW HTXD
 PD[LPXP YDOXHn WNSDRUGWRRB\ YDULDEOH WKDW HTXDOV R

\$OWKRXJK ZH GR QRW REVHUYH ULEWINGSHWVHFRQDQVEH[\$QDFUDVFOH UZLQH
 H[KLELWLQJ ORZHU OHYHOV RI ULWW DFKHUIVLRQGQ QWWDQURQKZLQ Q UQYHEQ
 SDUWLDOO\ EV WKH ULVN SUIHUHQFHV RI WKH EX\HUV LQ WKH PDUNH

\$ XFWLRQV ZKHUH WKH UHSRUWHG PLSQLIPFXHP WKDEOHZRQHQ QRH
PLQLPXP LV UHSRUWHG

:H GRFXPHQW D QRQ OLQHDU UHODWLRRQSVKHLW HEQHWZ/H H
RI LQIRUPDWLRQ K\$JHRVKHR OGFHDUW DPLQQ WXP YDOXH D

& R Q F O X V L R Q

O \ V W H U \ D X F W L R Q V S U R Y L G H D Q R Y H K O D Y H Q R Y U L U K P Q G P H U Q W
D V \ P P H W U L F L Q I R U P D W L R Q + R Z H Y H U P H M M H I Q U X T Q G H W W D L Q Q J R
E X \ H U V D U H J H Q H U D O O \ W U X V W L Q J B H W F H O O H U F O D L P V \$

5 H I H U H Q F H V

\$ N H U O R I *
0 H F K D Q L V P ,

3 7 K H 0 D U N H W I R U D Q B R W K H 4 0 X D U O N H W W 8 Q F H